

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 L-03 CAB-09 CIAE-00 COME-00

DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 RSR-01 /061 W

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R 311655Z AUG 73

FM AMEMBASSY BONN

TO SECSTATE WASHDC 7180

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY ROME

USMISSION BERLIN

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E.O. 11652: N/A

TAGS: ETRN, GW, WB

SUBJECT: CIVAIR - PAN AM PLAN FOR US/BERLIN CONSOLIDATED
FREIGHT SHIPMENTS

1. PAN AM HAS REQUESTED EMBASSY VIEWS ON A PROPOSED FREIGHT SERVICE, TENTATIVELY TWO FREQUENCIES PER WEEK, BETWEEN JFK AND BERLIN (TEGEL). BOEING 707 FREIGHTERS WOULD PROBABLY BE USED. THE PLAN IS TO CONSOLIDATE SHIPMENTS IN NEW YORK TO A VARIETY OF DESTINATIONS IN THE FRG. IN BERLIN, SHIPMENTS WOULD BE BROKEN DOWN BY DESTINATION AND, INsofar AS POSSIBLE, SHIPPED TO THE FRG AS HOLD CARGO IN PAN AM'S 727'S ON THE SCHEDULED BERLIN/FRG SERVICES (IGS). THE PLAN WOULD ALSO WORK IN REVERSE. A SHIPPER IN THE DUESSELDORF AREA COULD AIRFREIGHT TO NEW YORK VIA BERLIN ON PAN AM'S INTERNAL GERMAN SERVICES (IGS). HIS SHIPMENT WOULD BE CONSOLIDATED WITH OTHERS AT TEGEL FOR THE TRANS-ATLANTIC FLIGHT AT A VERY FAVORABLE RATE.

2. PAN AM'S PROPOSAL IS AIMED CHIEFLY AT GETTING AROUND FRG RESTRICTIONS ON THE CONSOLIDATION OF FREIGHT SHIPMENT FROM GERMANY TO THE U'S. WHILE THE EMBASSY CAA AND THE LIMITED OFFICIAL USE

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OTHER ALLIED CIVIL AIR ATTACHES WOULD SEE NO PROBLEM WITH

DIRECT FREIGHT OPERATIONS BETWEEN THE U.S. AND BERLIN IF THESE ARE ESSENTIALLY TO SERVE THE BERLIN MARKET ONLY, FRG INTERESTS ARE INVOLVED IF PAN AM IS GOING TO SERVE THE FRG MARKET. IT APPEARS TO US THAT THE FRG WOULD BE IN A POSITION TO BLOCK SUCH SERVICES AT THE FRG END IF IT OBJECTED, AND THAT CONSULTATION WITH THE FEDERAL MINISTRY OF TRANSPORT WOULD BE CALLED FOR IN CONNECTION WITH TRIPARTITE APPROVAL OF THIS OPERATION.

3. IN ADDITION, THE INTERESTS OF SEABOARD AND TWA, MAJOR CARGO CARRIERS BETWEEN THE U.S. AND THE FRG, ARE INVOLVED. THESE CARRIERS COULD ASSERT, WITH JUSTIFICATION, THAT PAN AM WAS TAKING ADVANTAGE OF ITS SPECIAL POSITION IN BERLIN TO CIRCUMVENT FRG REGULATIONS AND THUS ACQUIRE A COMPETITIVE ADVANTAGE OVER ITS U.S. AND FRG COMPETITION.

4. PAN AM (BERLIN) HAS REQUESTED THE EMBASSY CAA TO SOUND OUT THE FMT ON ITS CARGO PROPOSAL. BEFORE DOING SO, HOWEVER, WE WOULD APPRECIATE THE DEPARTMENT'S COMMENTS ON PAN AM'S PLAN. BOTH U.S./FRG BILATERAL RELATIONS AND BERLIN AIR TRANSPORT SEEM TO BE INVOLVED.
HILLENBRAND

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